

HOULIHAN LAWRENCE

SINCE 1888



2nd Quarter 2014  
Greenwich Market Report



HOULIHAN LAWRENCE

Presented By



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WE SERVE CLIENTS ON

**6 Continents**

WITH PARTNERS IN 56 COUNTRIES



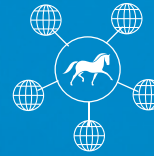
**98%**

OF THE WORLD'S COUNTRIES  
HAVE VISITED OUR WEBSITE



**667,540**

THE NUMBER OF MILES  
TRAVELED BY THE  
HOULIHAN LAWRENCE  
GLOBAL TEAM



**4 Global  
Networks**

GIVING OUR CLIENTS THE AREA'S  
LARGEST AND MOST EXTENSIVE  
GLOBAL REACH

**38**

THE NUMBER OF  
LANGUAGES SPOKEN AT  
HOULIHAN LAWRENCE



## FROM GREENWICH TO GENEVA

Building an esteemed network does not happen overnight. We have been developing our powerful connections for 125 years. We understand world-wide markets. We have the area's largest global network with international connections across 6 continents, with partners in 56 countries. Our local network of 26 offices is the most comprehensive in the area. And by integrating smarter data and the newest digital platforms, our Private Brokerage and Corporate Relocation teams can pair the right client with the perfect home—whether they're around the corner, or across the globe.



HOULIHAN LAWRENCE

SINCE 1888



## EXECUTIVE SUMMARY

SECOND QUARTER 2014

The Greenwich housing market saw fewer sales and higher prices in the second quarter, as the lack of inventory priced under \$2 million has curtailed sales volume for entry-level home buyers. Single-family home sales declined by 15% overall in Q2, while the median sale price was up 9% to \$1.7 M. The slowdown in sales was entirely concentrated in the under-\$2-million price range, where Q2 sales were down 32%, and inventory is down 13%. Meanwhile, sales in the \$3-to-5.99M market grew by 90% in Q2 compared to same period last year.

The ultra-high end of the market is showing renewed vitality in 2014, with 8 closed sales above \$10M year-to-date, up from just one a year ago. Leading the way was the much-publicized \$120M sale of Copper Beach. Although this extraordinary sale price skews some of the Q2 statistics (especially South of Post Road), it is indicative of the confidence we are seeing across the high end, where motivated buyers are stepping up and have a wide range of magnificent homes to choose from.

North of the Parkway continues its resurgence after being hit hardest during the downturn, with a 50% YTD increase in homes sold. Five of the eight \$10M+ closed sales in 2014 are located North of the Parkway. The majority of these homes are new or newly renovated in pristine condition, reflecting a strong preference among today's buyers for new construction. These eight-digit transactions pushed the average sale price North of the Parkway above \$4.5M in Q2, an eye-popping 130% increase over Q2-2013.

Home sales remained flat South of the Parkway. The under-\$2M price range declined 32% year-to-date, due to lack of inventory, and climbed 84% in the \$2M-to-\$3.99 price range, helping to push the median sale price up 56%.

Limited inventory is holding back the market in Cos Cob and Riverside, where year-to-date sales are down by 35% and 33% respectively. With strong pending sales, it seems that an abundance of new inventory is needed to relieve the bottleneck in these neighborhoods. September is typically a popular time for new listings to hit the market, and owners who have been waiting to sell their home should find buyers waiting for them.

Supply is constrained in Old Greenwich as well, though not as severely as in neighboring Cos Cob and Riverside. Sales have declined by 14% year-to-date, but the market from \$3M to \$4.99M is flourishing with 10 closed sales so far this year, up from just three in the same period last year.

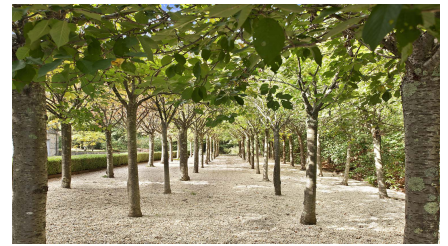
Looking ahead, we closed Q2 with pending sales up 15% from a year ago. As these sales close in Q3, Greenwich will begin to close the gap vs. 2013 in homes sold while the trend toward higher prices will continue. Greenwich continues to attract discerning buyers from all over the world, confident that their investment here is a safe one.

Sincerely,

Stephen Meyers  
President and CEO

Chris Meyers  
Managing Principal





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## COS COB

## RIVERSIDE

## OLD GREENWICH

## GREATER GREENWICH

*Condominium Overview*

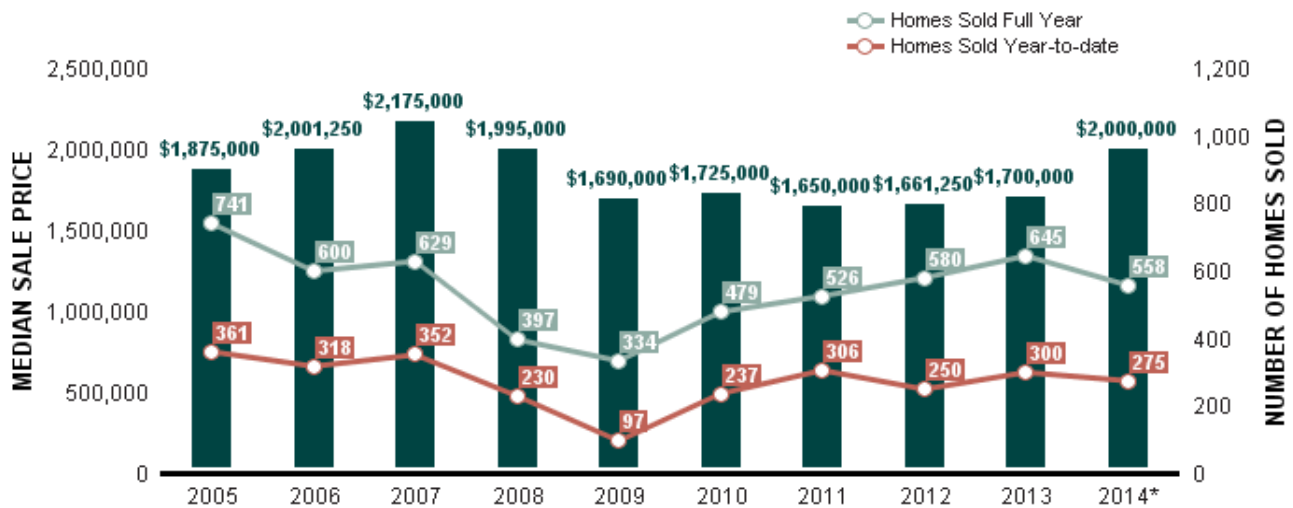
# GREATER GREENWICH

## QUARTERLY MARKET OVERVIEW

	Q2 2014	Q2 2013	% CHANGE	YTD 2014	YTD 2013	% CHANGE
HOMES SOLD	178	209	-14.8%	275	300	-8.3%
AVERAGE SALE PRICE	\$3,191,753	\$1,943,553	64.2%	\$3,005,722	\$2,039,897	47.3%
MEDIAN SALE PRICE	\$1,742,500	\$1,560,000	11.7%	\$2,000,000	\$1,625,000	23.1%
AVERAGE PRICE PER SQUARE FOOT	\$644	\$540	19.3%	\$622	\$541	15.0%
AVERAGE DAYS ON MARKET	165	149	10.7%	171	170	0.6%
% SALE PRICE TO LIST PRICE	93.5%	94.4%	-1.0%	93.4%	93.9%	-0.5%



## TEN-YEAR MARKET HISTORY



Average Sale Price	\$2,571,568	\$2,687,400	\$3,012,133	\$2,817,996	\$2,664,991	\$2,511,007	\$2,429,922	\$2,383,910	\$2,247,021	\$3,005,722	Average Sale Price
Average Price/SqFt	\$631	\$638	\$665	\$627	\$545	\$543	\$539	\$555	\$555	\$622	Average Price/SqFt
Days On Market	88	114	135	144	187	185	180	173	156	171	Days On Market
%Sale Price to List Price	96.1	95.5	94.3	92.1	87.5	90.2	91.8	91.9	94.0	93.4	%Sale Price to List Price

\* Homes sold for 2014 are annualized based on actual sales year-to-date.

# GREATER GREENWICH

## SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2014			AS OF JUNE 30, 2013			2014 vs. 2013	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$999,999	52	35	1	70	22	3	-25.7%	59.1%
\$1,000,000 - \$1,999,999	123	52	2	130	48	3	-5.4%	8.3%
\$2,000,000 - \$2,999,999	111	29	4	102	36	3	8.8%	-19.4%
\$3,000,000 - \$3,999,999	77	18	4	89	16	6	-13.5%	12.5%
\$4,000,000 - \$4,999,999	52	6	9	59	2	30	-11.9%	200.0%
\$5,000,000 - \$5,999,999	36	5	7	34	2	17	5.9%	150.0%
\$6,000,000 - \$7,999,999	60	4	15	47	2	24	27.7%	100.0%
\$8,000,000 - \$9,999,999	20	0	Not Valid	18	1	18	11.1%	-100.0%
\$10,000,000 and up	53	4	13	37	4	9	43.2%	0.0%
<b>Market Totals</b>	<b>584</b>	<b>153</b>	<b>4</b>	<b>586</b>	<b>133</b>	<b>4</b>	<b>-0.3%</b>	<b>15.0%</b>

\*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

## SOLD PROPERTIES

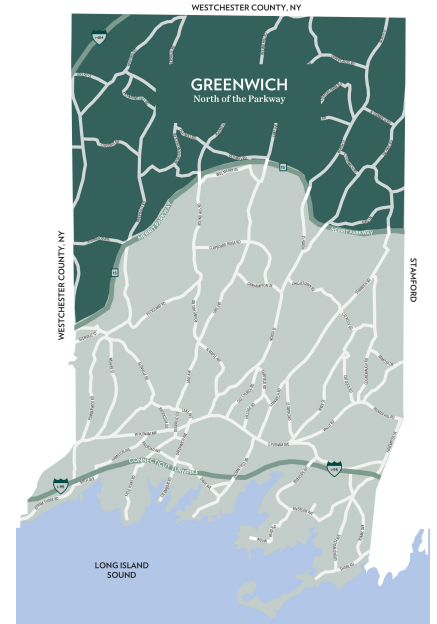
	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2014 - 06/30/2014	01/01/2013 - 06/30/2013	% CHANGE 2014/2013	07/01/2013 - 06/30/2014	07/01/2012 - 06/30/2013	% CHANGE 2013/2012
\$0 - \$999,999	55	77	-28.6%	135	170	-20.6%
\$1,000,000 - \$1,999,999	80	116	-31.0%	192	212	-9.4%
\$2,000,000 - \$2,999,999	58	56	3.6%	137	111	23.4%
\$3,000,000 - \$3,999,999	39	21	85.7%	67	51	31.4%
\$4,000,000 - \$4,999,999	18	12	50.0%	32	27	18.5%
\$5,000,000 - \$5,999,999	9	6	50.0%	18	17	5.9%
\$6,000,000 - \$7,999,999	5	9	-44.4%	17	25	-32.0%
\$8,000,000 - \$9,999,999	3	2	50.0%	7	8	-12.5%
\$10,000,000 and up	8	1	700.0%	15	9	66.7%
<b>Market Totals</b>	<b>275</b>	<b>300</b>	<b>-8.3%</b>	<b>620</b>	<b>630</b>	<b>-1.6%</b>

# GREENWICH

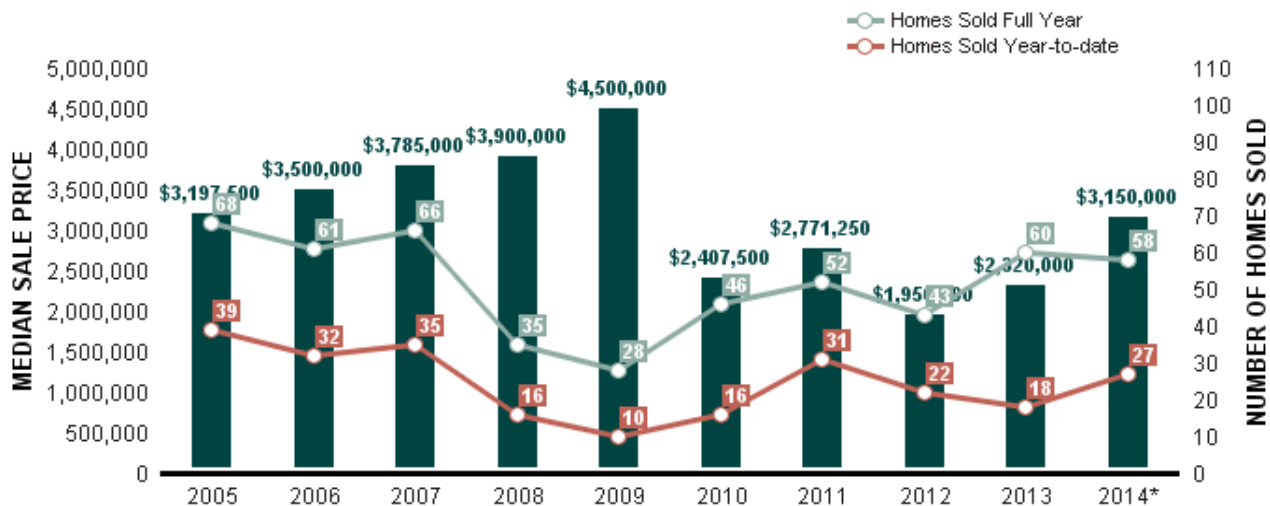
## NORTH OF THE PARKWAY

### QUARTERLY MARKET OVERVIEW

	Q2 2014	Q2 2013	% CHANGE	YTD 2014	YTD 2013	% CHANGE
HOMES SOLD	13	8	62.5%	27	18	50.0%
AVERAGE SALE PRICE	\$4,568,461	\$1,982,250	130.5%	\$4,744,019	\$2,502,666	89.6%
MEDIAN SALE PRICE	\$2,100,000	\$1,825,000	15.1%	\$3,150,000	\$1,862,500	69.1%
AVERAGE PRICE PER SQUARE FOOT	\$529	\$445	18.9%	\$598	\$434	37.8%
AVERAGE DAYS ON MARKET	409	282	45.0%	369	401	-8.0%
% SALE PRICE TO LIST PRICE	89.7%	89.4%	0.3%	90.4%	89.9%	0.6%



### TEN-YEAR MARKET HISTORY



Average Sale Price	\$4,270,632	\$4,349,585	\$4,703,453	\$5,128,400	\$5,855,000	\$4,552,510	\$3,887,759	\$3,548,310	\$3,140,401	\$4,744,019	Average Sale Price
Average Price/SqFt	\$673	\$644	\$656	\$578	\$682	\$609	\$557	\$504	\$524	\$598	Average Price/SqFt
Days On Market	143	145	208	229	268	333	251	286	289	369	Days On Market
%Sale Price to List Price	94.5	94.4	93.0	84.0	86.3	82.9	91.0	89.3	91.4	90.4	%Sale Price to List Price

\* Homes sold for 2014 are annualized based on actual sales year-to-date.



# GREENWICH

## NORTH OF THE PARKWAY

### SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2014			AS OF JUNE 30, 2013			2014 vs. 2013	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$999,999	3	0	Not Valid	4	1	4	-25.0%	-100.0%
\$1,000,000 - \$1,999,999	24	4	6	23	5	5	4.3%	-20.0%
\$2,000,000 - \$2,999,999	22	3	7	19	8	2	15.8%	-62.5%
\$3,000,000 - \$3,999,999	15	2	8	21	2	11	-28.6%	0.0%
\$4,000,000 - \$4,999,999	14	3	5	15	0	Not Valid	-6.7%	0.0%
\$5,000,000 - \$5,999,999	11	0	Not Valid	13	0	Not Valid	-15.4%	0.0%
\$6,000,000 - \$7,999,999	14	0	Not Valid	11	1	11	27.3%	-100.0%
\$8,000,000 - \$9,999,999	5	0	Not Valid	7	0	Not Valid	-28.6%	0.0%
\$10,000,000 and up	23	1	23	17	1	17	35.3%	0.0%
<b>Market Totals</b>	<b>131</b>	<b>13</b>	<b>10</b>	<b>130</b>	<b>18</b>	<b>7</b>	<b>0.8%</b>	<b>-27.8%</b>

\*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### SOLD PROPERTIES

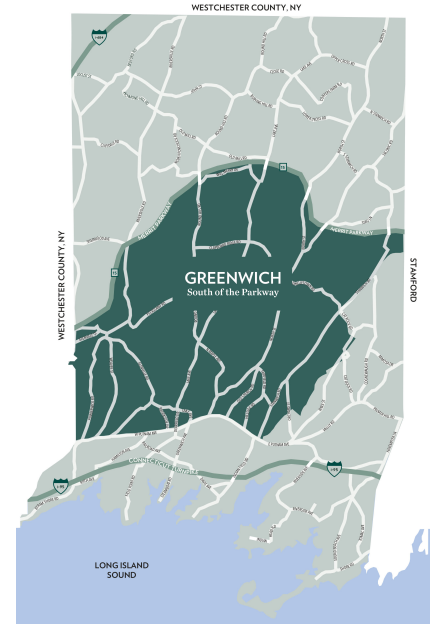
	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2014 - 06/30/2014	01/01/2013 - 06/30/2013	% CHANGE 2014/2013	07/01/2013 - 06/30/2014	07/01/2012 - 06/30/2013	% CHANGE 2013/2012
\$0 - \$999,999	2	2	0.0%	4	4	0.0%
\$1,000,000 - \$1,999,999	6	8	-25.0%	17	15	13.3%
\$2,000,000 - \$2,999,999	5	4	25.0%	19	9	111.1%
\$3,000,000 - \$3,999,999	4	1	300.0%	9	2	350.0%
\$4,000,000 - \$4,999,999	3	0	Not Valid	7	3	133.3%
\$5,000,000 - \$5,999,999	2	1	100.0%	3	2	50.0%
\$6,000,000 - \$7,999,999	0	2	-100.0%	2	2	0.0%
\$8,000,000 - \$9,999,999	0	0	Not Valid	0	1	-100.0%
\$10,000,000 and up	5	0	Not Valid	8	1	700.0%
<b>Market Totals</b>	<b>27</b>	<b>18</b>	<b>50.0%</b>	<b>69</b>	<b>39</b>	<b>76.9%</b>

# GREENWICH

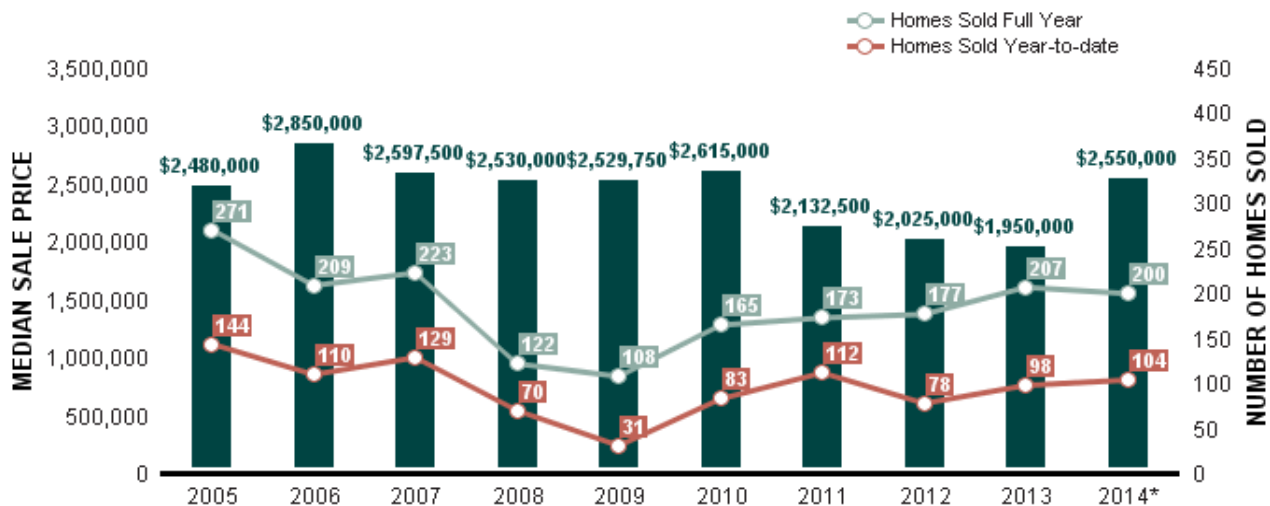
## SOUTH OF THE PARKWAY

### QUARTERLY MARKET OVERVIEW

	Q2 2014	Q2 2013	% CHANGE	YTD 2014	YTD 2013	% CHANGE
HOMES SOLD	70	69	1.4%	104	98	6.1%
AVERAGE SALE PRICE	\$3,006,869	\$2,251,929	33.5%	\$2,887,284	\$2,458,432	17.4%
MEDIAN SALE PRICE	\$2,579,000	\$1,650,000	56.3%	\$2,550,000	\$1,762,500	44.7%
AVERAGE PRICE PER SQUARE FOOT	\$596	\$498	19.7%	\$573	\$519	10.4%
AVERAGE DAYS ON MARKET	177	192	-7.8%	187	198	-5.6%
% SALE PRICE TO LIST PRICE	93.9%	93.6%	0.3%	93.2%	93.4%	-0.2%



### TEN-YEAR MARKET HISTORY



Average Sale Price	\$3,025,551	\$3,404,082	\$3,261,675	\$3,389,186	\$3,290,205	\$3,098,527	\$2,764,965	\$2,798,571	\$2,774,982	\$2,887,284	Average Sale Price
Average Price/SqFt	\$631	\$658	\$656	\$653	\$544	\$552	\$529	\$570	\$536	\$573	Average Price/SqFt
Days On Market	98	135	142	163	209	208	214	177	169	187	Days On Market
%Sale Price to List Price	95.5	95.3	94.9	93.1	87.0	91.9	90.5	91.7	93.9	93.2	%Sale Price to List Price

\* Homes sold for 2014 are annualized based on actual sales year-to-date.

# GREENWICH

## SOUTH OF THE PARKWAY

### SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2014			AS OF JUNE 30, 2013			2014 vs. 2013	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$999,999	19	11	2	18	7	3	5.6%	57.1%
\$1,000,000 - \$1,999,999	34	15	2	34	13	3	0.0%	15.4%
\$2,000,000 - \$2,999,999	49	12	4	49	7	7	0.0%	71.4%
\$3,000,000 - \$3,999,999	32	9	4	39	7	6	-17.9%	28.6%
\$4,000,000 - \$4,999,999	20	1	20	32	2	16	-37.5%	-50.0%
\$5,000,000 - \$5,999,999	18	3	6	18	1	18	0.0%	200.0%
\$6,000,000 - \$7,999,999	27	2	14	24	1	24	12.5%	100.0%
\$8,000,000 - \$9,999,999	9	0	Not Valid	8	0	Not Valid	12.5%	0.0%
\$10,000,000 and up	16	0	Not Valid	12	3	4	33.3%	-100.0%
<b>Market Totals</b>	<b>224</b>	<b>53</b>	<b>4</b>	<b>234</b>	<b>41</b>	<b>6</b>	<b>-4.3%</b>	<b>29.3%</b>

\*Supply Demand Ratio Key I-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### SOLD PROPERTIES

	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2014 - 06/30/2014	01/01/2013 - 06/30/2013	% CHANGE 2014/2013	07/01/2013 - 06/30/2014	07/01/2012 - 06/30/2013	% CHANGE 2013/2012
\$0 - \$999,999	14	26	-46.2%	34	45	-24.4%
\$1,000,000 - \$1,999,999	24	30	-20.0%	53	54	-1.9%
\$2,000,000 - \$2,999,999	27	16	68.8%	51	34	50.0%
\$3,000,000 - \$3,999,999	19	9	111.1%	30	22	36.4%
\$4,000,000 - \$4,999,999	8	6	33.3%	17	13	30.8%
\$5,000,000 - \$5,999,999	3	3	0.0%	7	6	16.7%
\$6,000,000 - \$7,999,999	5	6	-16.7%	12	15	-20.0%
\$8,000,000 - \$9,999,999	2	1	100.0%	4	5	-20.0%
\$10,000,000 and up	2	1	100.0%	5	3	66.7%
<b>Market Totals</b>	<b>104</b>	<b>98</b>	<b>6.1%</b>	<b>213</b>	<b>197</b>	<b>8.1%</b>



# GREENWICH

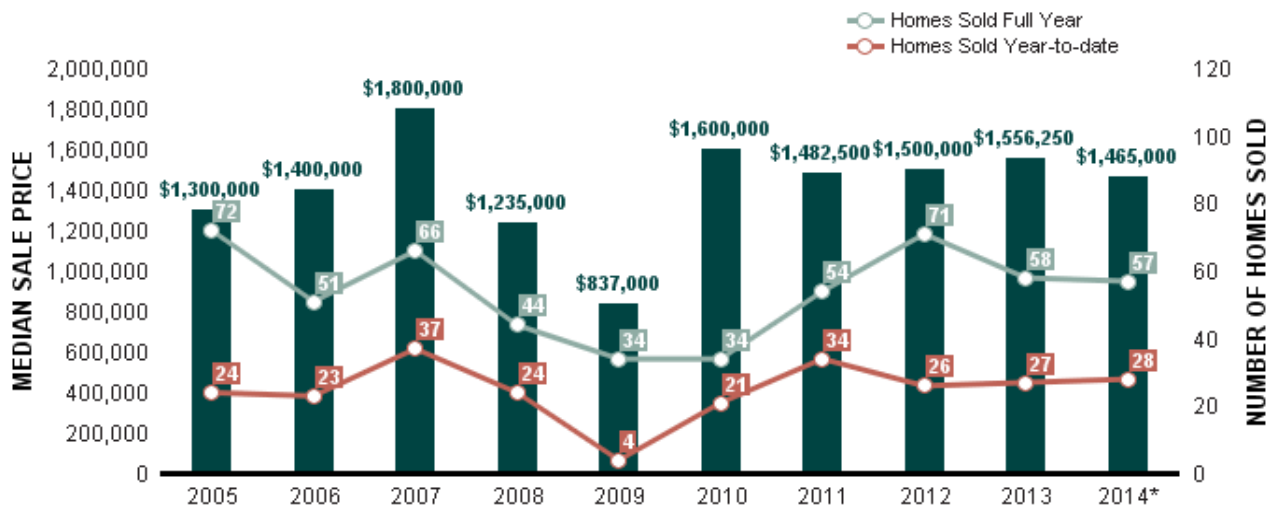
## SOUTH OF THE POST ROAD

### QUARTERLY MARKET OVERVIEW

	Q2 2014	Q2 2013	% CHANGE	YTD 2014	YTD 2013	% CHANGE
HOMES SOLD	19	18	5.6%	28	27	3.7%
AVERAGE SALE PRICE	\$8,320,927	\$1,757,263	373.5%	\$6,136,700	\$1,683,472	264.5%
MEDIAN SALE PRICE	\$1,165,125	\$1,408,375	-17.3%	\$1,465,000	\$1,042,500	40.5%
AVERAGE PRICE PER SQUARE FOOT	\$1,020	\$542	88.2%	\$874	\$508	72.0%
AVERAGE DAYS ON MARKET	122	157	-22.3%	121	170	-28.8%
% SALE PRICE TO LIST PRICE	93.3%	93.4%	-0.1%	93.3%	92.4%	1.0%



### TEN-YEAR MARKET HISTORY



Average Sale Price	\$2,815,916	\$2,366,656	\$3,957,126	\$2,258,711	\$2,658,088	\$2,965,893	\$3,239,191	\$2,486,569	\$2,219,081	\$6,136,700	Average Sale Price
Average Price/SqFt	\$678	\$659	\$856	\$616	\$558	\$566	\$570	\$574	\$577	\$874	Average Price/SqFt
Days On Market	110	113	132	145	213	229	212	215	160	121	Days On Market
%Sale Price to List Price	95.3	93.3	89.8	95.8	83.9	87.2	91.5	89.0	92.5	93.3	%Sale Price to List Price

\* Homes sold for 2014 are annualized based on actual sales year-to-date.

# GREENWICH

## SOUTH OF THE POST ROAD

### SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2014			AS OF JUNE 30, 2013			2014 vs. 2013	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$999,999	14	7	2	14	2	7	0.0%	250.0%
\$1,000,000 - \$1,999,999	11	7	2	16	2	8	-31.3%	250.0%
\$2,000,000 - \$2,999,999	7	0	Not Valid	5	2	3	40.0%	-100.0%
\$3,000,000 - \$3,999,999	5	0	Not Valid	3	1	3	66.7%	-100.0%
\$4,000,000 - \$4,999,999	6	0	Not Valid	7	0	Not Valid	-14.3%	0.0%
\$5,000,000 - \$5,999,999	3	2	2	2	0	Not Valid	50.0%	0.0%
\$6,000,000 - \$7,999,999	12	1	12	10	0	Not Valid	20.0%	0.0%
\$8,000,000 - \$9,999,999	4	0	Not Valid	2	1	2	100.0%	-100.0%
\$10,000,000 and up	9	0	Not Valid	6	0	Not Valid	50.0%	0.0%
<b>Market Totals</b>	<b>71</b>	<b>17</b>	<b>4</b>	<b>65</b>	<b>8</b>	<b>8</b>	<b>9.2%</b>	<b>112.5%</b>

\*Supply Demand Ratio Key I-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

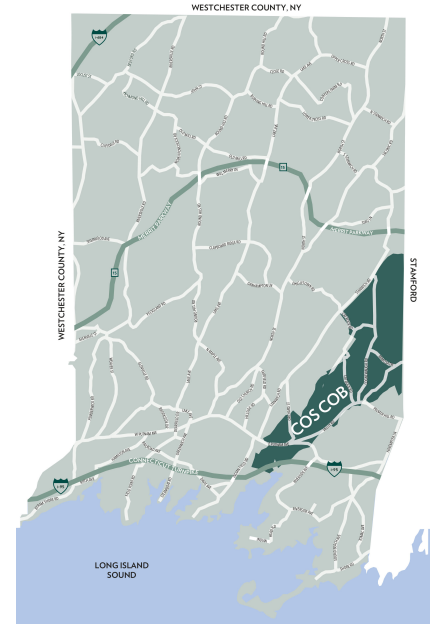
### SOLD PROPERTIES

	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2014 - 06/30/2014	01/01/2013 - 06/30/2013	% CHANGE 2014/2013	07/01/2013 - 06/30/2014	07/01/2012 - 06/30/2013	% CHANGE 2013/2012
\$0 - \$999,999	12	13	-7.7%	20	31	-35.5%
\$1,000,000 - \$1,999,999	8	6	33.3%	16	14	14.3%
\$2,000,000 - \$2,999,999	2	3	-33.3%	8	5	60.0%
\$3,000,000 - \$3,999,999	1	1	0.0%	2	7	-71.4%
\$4,000,000 - \$4,999,999	1	4	-75.0%	2	5	-60.0%
\$5,000,000 - \$5,999,999	2	0	Not Valid	5	3	66.7%
\$6,000,000 - \$7,999,999	0	0	Not Valid	3	5	-40.0%
\$8,000,000 - \$9,999,999	1	0	Not Valid	2	0	Not Valid
\$10,000,000 and up	1	0	Not Valid	1	2	-50.0%
<b>Market Totals</b>	<b>28</b>	<b>27</b>	<b>3.7%</b>	<b>59</b>	<b>72</b>	<b>-18.1%</b>

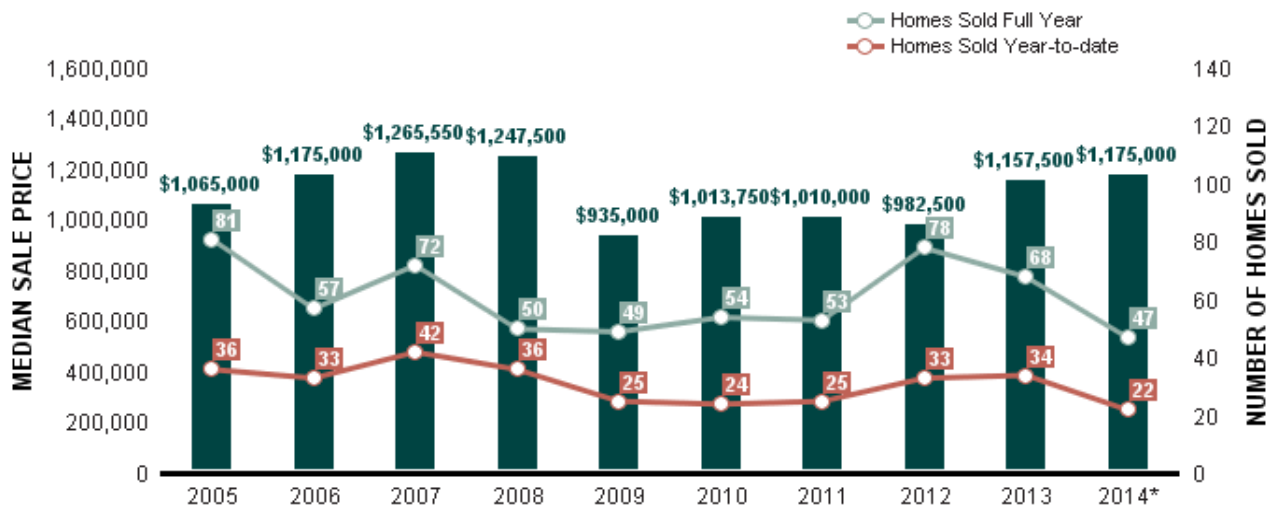
# COS COB

## QUARTERLY MARKET OVERVIEW

	Q2 2014	Q2 2013	% CHANGE	YTD 2014	YTD 2013	% CHANGE
HOMES SOLD	14	26	-46.2%	22	34	-35.3%
AVERAGE SALE PRICE	\$1,112,214	\$1,255,648	-11.4%	\$1,238,000	\$1,244,751	-0.5%
MEDIAN SALE PRICE	\$1,022,500	\$1,195,000	-14.4%	\$1,175,000	\$1,138,000	3.3%
AVERAGE PRICE PER SQUARE FOOT	\$465	\$494	-5.9%	\$467	\$482	-3.1%
AVERAGE DAYS ON MARKET	133	102	30.4%	118	129	-8.5%
% SALE PRICE TO LIST PRICE	98.0%	96.4%	1.7%	96.5%	95.4%	1.2%



## TEN-YEAR MARKET HISTORY



Average Sale Price	\$1,381,640	\$1,513,291	\$1,573,462	\$1,444,383	\$1,249,104	\$1,141,637	\$1,116,709	\$1,224,821	\$1,241,224	\$1,238,000	Average Sale Price
Average Price/SqFt	\$537	\$532	\$520	\$470	\$416	\$403	\$431	\$414	\$471	\$467	Average Price/SqFt
Days On Market	74	102	115	104	162	149	141	153	131	118	Days On Market
%Sale Price to List Price	96.7	95.6	96.7	93.8	90.7	93.1	92.7	94.0	95.0	96.5	%Sale Price to List Price

\* Homes sold for 2014 are annualized based on actual sales year-to-date.



# COS COB

## SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2014			AS OF JUNE 30, 2013			2014 vs. 2013	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$999,999	9	8	1	14	1	14	-35.7%	700.0%
\$1,000,000 - \$1,999,999	20	10	2	20	7	3	0.0%	42.9%
\$2,000,000 - \$2,999,999	7	1	7	3	0	Not Valid	133.3%	0.0%
\$3,000,000 - \$3,999,999	3	1	3	1	0	Not Valid	200.0%	0.0%
\$4,000,000 - \$4,999,999	0	0	0	0	0	0	0.0%	0.0%
\$5,000,000 - \$5,999,999	0	0	0	0	0	0	0.0%	0.0%
\$6,000,000 - \$7,999,999	0	0	0	0	0	0	0.0%	0.0%
\$8,000,000 - \$9,999,999	0	0	0	0	0	0	0.0%	0.0%
\$10,000,000 and up	0	0	0	0	0	0	0.0%	0.0%
<b>Market Totals</b>	<b>39</b>	<b>20</b>	<b>2</b>	<b>38</b>	<b>8</b>	<b>5</b>	<b>2.6%</b>	<b>150.0%</b>

\*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

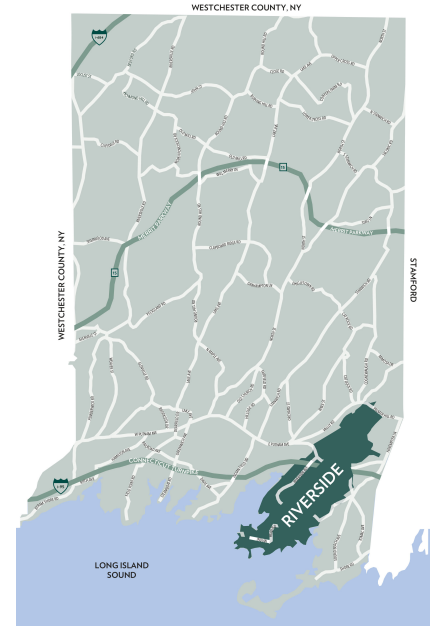
## SOLD PROPERTIES

	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2014 - 06/30/2014	01/01/2013 - 06/30/2013	% CHANGE 2014/2013	07/01/2013 - 06/30/2014	07/01/2012 - 06/30/2013	% CHANGE 2013/2012
\$0 - \$999,999	8	14	-42.9%	21	38	-44.7%
\$1,000,000 - \$1,999,999	12	18	-33.3%	32	36	-11.1%
\$2,000,000 - \$2,999,999	2	1	100.0%	3	2	50.0%
\$3,000,000 - \$3,999,999	0	1	-100.0%	0	3	-100.0%
\$4,000,000 - \$4,999,999	0	0	Not Valid	0	0	Not Valid
\$5,000,000 - \$5,999,999	0	0	Not Valid	0	0	Not Valid
\$6,000,000 - \$7,999,999	0	0	Not Valid	0	0	Not Valid
\$8,000,000 - \$9,999,999	0	0	Not Valid	0	0	Not Valid
\$10,000,000 and up	0	0	Not Valid	0	0	Not Valid
<b>Market Totals</b>	<b>22</b>	<b>34</b>	<b>-35.3%</b>	<b>56</b>	<b>79</b>	<b>-29.1%</b>

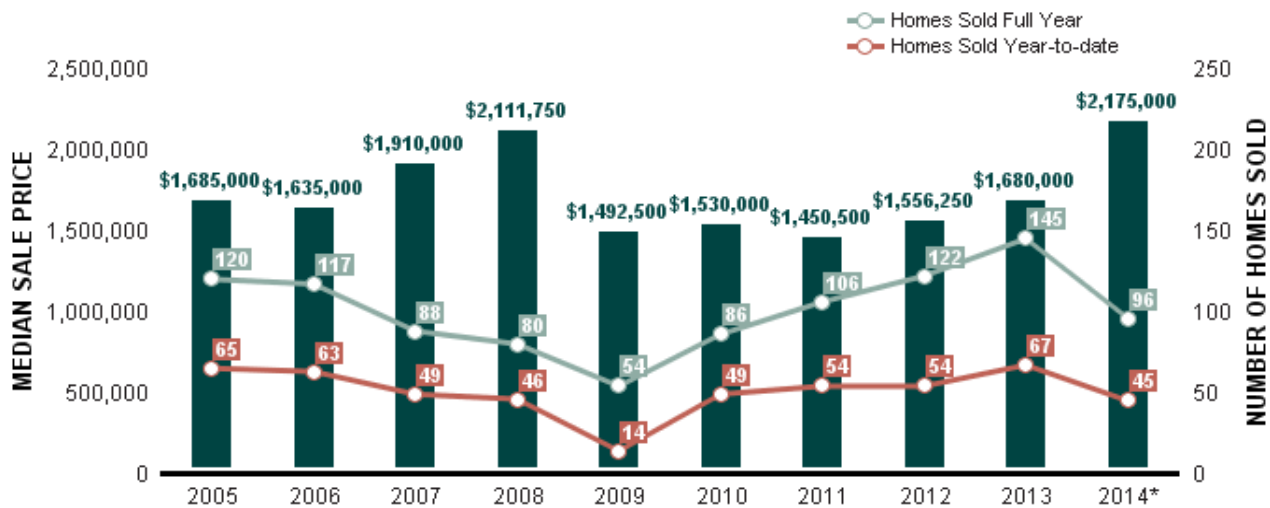
# RIVERSIDE

## QUARTERLY MARKET OVERVIEW

	Q2 2014	Q2 2013	% CHANGE	YTD 2014	YTD 2013	% CHANGE
HOMES SOLD	26	48	-45.8%	45	67	-32.8%
AVERAGE SALE PRICE	\$2,038,038	\$2,055,219	-0.8%	\$2,288,011	\$2,004,888	14.1%
MEDIAN SALE PRICE	\$2,025,499	\$1,799,500	12.6%	\$2,175,000	\$1,706,000	27.5%
AVERAGE PRICE PER SQUARE FOOT	\$603	\$554	8.8%	\$630	\$572	10.1%
AVERAGE DAYS ON MARKET	126	125	0.8%	135	132	2.3%
% SALE PRICE TO LIST PRICE	97.2%	95.8%	1.5%	97.0%	95.6%	1.5%



## TEN-YEAR MARKET HISTORY



Average Sale Price	\$1,916,511	\$1,898,065	\$2,276,454	\$2,734,694	\$2,049,817	\$1,825,869	\$1,856,569	\$2,135,381	\$1,962,380	\$2,288,011	Average Sale Price
Average Price/SqFt	\$601	\$609	\$636	\$682	\$573	\$535	\$539	\$588	\$582	\$630	Average Price/SqFt
Days On Market	69	82	111	117	149	142	155	122	132	135	Days On Market
%Sale Price to List Price	97.8	97.8	96.8	93.4	88.4	91.8	93.3	93.6	96.0	97.0	%Sale Price to List Price

\* Homes sold for 2014 are annualized based on actual sales year-to-date.

# RIVERSIDE

## SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2014			AS OF JUNE 30, 2013			2014 vs. 2013	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$999,999	4	7	1	13	6	2	-69.2%	16.7%
\$1,000,000 - \$1,999,999	9	10	1	18	13	1	-50.0%	-23.1%
\$2,000,000 - \$2,999,999	11	6	2	10	15	1	10.0%	-60.0%
\$3,000,000 - \$3,999,999	12	0	Not Valid	10	4	3	20.0%	-100.0%
\$4,000,000 - \$4,999,999	5	1	5	2	0	Not Valid	150.0%	0.0%
\$5,000,000 - \$5,999,999	1	0	Not Valid	0	1	0	0.0%	-100.0%
\$6,000,000 - \$7,999,999	2	0	Not Valid	1	0	Not Valid	100.0%	0.0%
\$8,000,000 - \$9,999,999	0	0	0	0	0	0	0.0%	0.0%
\$10,000,000 and up	5	1	5	2	0	Not Valid	150.0%	0.0%
<b>Market Totals</b>	<b>49</b>	<b>25</b>	<b>2</b>	<b>56</b>	<b>39</b>	<b>1</b>	<b>-12.5%</b>	<b>-35.9%</b>

\*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

## SOLD PROPERTIES

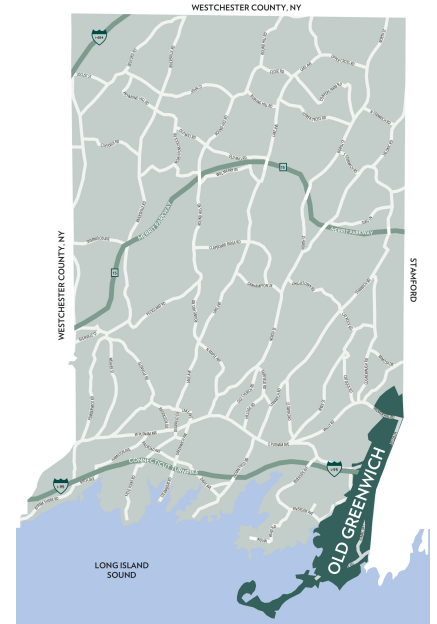
	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2014 - 06/30/2014	01/01/2013 - 06/30/2013	% CHANGE 2014/2013	07/01/2013 - 06/30/2014	07/01/2012 - 06/30/2013	% CHANGE 2013/2012
\$0 - \$999,999	8	14	-42.9%	31	31	0.0%
\$1,000,000 - \$1,999,999	11	27	-59.3%	35	51	-31.4%
\$2,000,000 - \$2,999,999	13	15	-13.3%	35	30	16.7%
\$3,000,000 - \$3,999,999	9	7	28.6%	15	10	50.0%
\$4,000,000 - \$4,999,999	2	1	100.0%	2	4	-50.0%
\$5,000,000 - \$5,999,999	2	2	0.0%	3	4	-25.0%
\$6,000,000 - \$7,999,999	0	1	-100.0%	0	2	-100.0%
\$8,000,000 - \$9,999,999	0	0	Not Valid	1	1	0.0%
\$10,000,000 and up	0	0	Not Valid	1	2	-50.0%
<b>Market Totals</b>	<b>45</b>	<b>67</b>	<b>-32.8%</b>	<b>123</b>	<b>135</b>	<b>-8.9%</b>



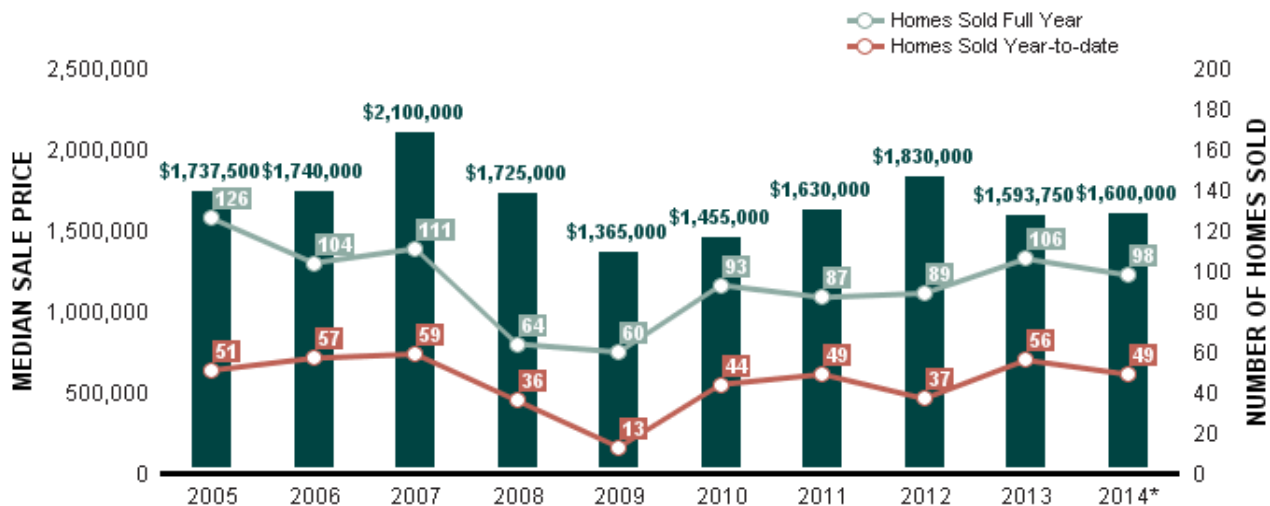
# OLD GREENWICH

## QUARTERLY MARKET OVERVIEW

	Q2 2014	Q2 2013	% CHANGE	YTD 2014	YTD 2013	% CHANGE
HOMES SOLD	36	40	-10.0%	49	56	-12.5%
AVERAGE SALE PRICE	\$1,988,989	\$1,800,837	10.4%	\$1,962,930	\$1,855,215	5.8%
MEDIAN SALE PRICE	\$1,602,500	\$1,353,500	18.4%	\$1,600,000	\$1,675,000	-4.5%
AVERAGE PRICE PER SQUARE FOOT	\$672	\$645	4.2%	\$656	\$627	4.6%
AVERAGE DAYS ON MARKET	114	106	7.5%	112	117	-4.3%
% SALE PRICE TO LIST PRICE	92.9%	95.0%	-2.2%	93.4%	94.7%	-1.4%



## TEN-YEAR MARKET HISTORY



Average Sale Price	\$1,918,369	\$1,951,824	\$2,466,218	\$2,041,162	\$1,785,979	\$1,736,841	\$1,905,612	\$2,271,283	\$1,753,566	\$1,962,930	Average Sale Price
Average Price/SqFt	\$678	\$676	\$703	\$664	\$565	\$575	\$588	\$617	\$615	\$656	Average Price/SqFt
Days On Market	49	98	110	125	147	115	105	165	103	112	Days On Market
%Sale Price to List Price	99.3	96.5	96.0	95.5	91.4	94.4	94.8	93.8	94.9	93.4	%Sale Price to List Price

\* Homes sold for 2014 are annualized based on actual sales year-to-date.

# OLD GREENWICH

## SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2014			AS OF JUNE 30, 2013			2014 vs. 2013	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$999,999	2	2	1	7	5	1	-71.4%	-60.0%
\$1,000,000 - \$1,999,999	25	6	4	19	8	2	31.6%	-25.0%
\$2,000,000 - \$2,999,999	15	7	2	16	4	4	-6.3%	75.0%
\$3,000,000 - \$3,999,999	10	6	2	14	2	7	-28.6%	200.0%
\$4,000,000 - \$4,999,999	7	1	7	3	0	Not Valid	133.3%	0.0%
\$5,000,000 - \$5,999,999	3	0	Not Valid	1	0	Not Valid	200.0%	0.0%
\$6,000,000 - \$7,999,999	5	1	5	1	0	Not Valid	400.0%	0.0%
\$8,000,000 - \$9,999,999	2	0	Not Valid	1	0	Not Valid	100.0%	0.0%
\$10,000,000 and up	0	2	0	0	0	0	0.0%	0.0%
<b>Market Totals</b>	<b>69</b>	<b>25</b>	<b>3</b>	<b>62</b>	<b>19</b>	<b>3</b>	<b>11.3%</b>	<b>31.6%</b>

\*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

## SOLD PROPERTIES

	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2014 - 06/30/2014	01/01/2013 - 06/30/2013	% CHANGE 2014/2013	07/01/2013 - 06/30/2014	07/01/2012 - 06/30/2013	% CHANGE 2013/2012
\$0 - \$999,999	11	8	37.5%	25	21	19.0%
\$1,000,000 - \$1,999,999	19	27	-29.6%	39	42	-7.1%
\$2,000,000 - \$2,999,999	9	17	-47.1%	20	31	-35.5%
\$3,000,000 - \$3,999,999	6	2	200.0%	11	7	57.1%
\$4,000,000 - \$4,999,999	4	1	300.0%	4	2	100.0%
\$5,000,000 - \$5,999,999	0	0	Not Valid	0	2	-100.0%
\$6,000,000 - \$7,999,999	0	0	Not Valid	0	1	-100.0%
\$8,000,000 - \$9,999,999	0	1	-100.0%	0	1	-100.0%
\$10,000,000 and up	0	0	Not Valid	0	1	-100.0%
<b>Market Totals</b>	<b>49</b>	<b>56</b>	<b>-12.5%</b>	<b>99</b>	<b>108</b>	<b>-8.3%</b>

# GREATER GREENWICH

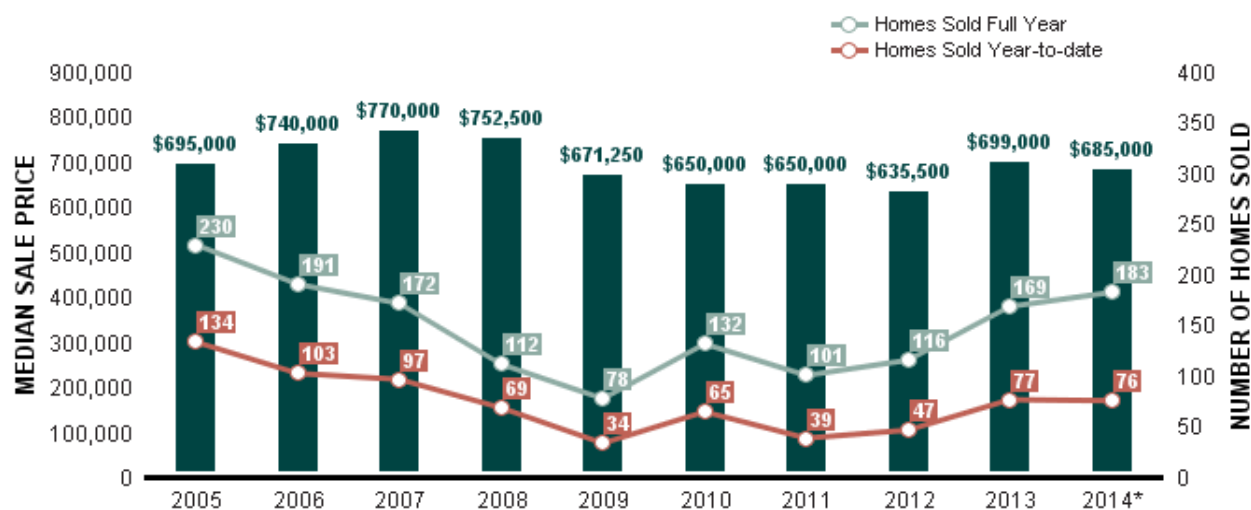
## CONDOMINIUMS

### QUARTERLY MARKET OVERVIEW

	Q2 2014	Q2 2013	% CHANGE	YTD 2014	YTD 2013	% CHANGE
UNITS SOLD	50	54	-7.4%	76	77	-1.3%
AVERAGE SALE PRICE	\$839,106	\$905,411	-7.3%	\$850,872	\$873,873	-2.6%
MEDIAN SALE PRICE	\$670,000	\$732,500	-8.5%	\$685,000	\$699,000	-2.0%
AVERAGE PRICE PER SQUARE FOOT	\$473	\$448	5.6%	\$463	\$439	5.5%
AVERAGE DAYS ON MARKET	153	262	-41.6%	165	234	-29.5%
% SALE PRICE TO LIST PRICE	96.6%	94.9%	1.8%	95.8%	94.8%	1.1%



### TEN-YEAR MARKET HISTORY



Average Sale Price	\$847,145	\$967,194	\$1,054,207	\$950,219	\$888,920	\$814,418	\$878,893	\$852,428	\$842,525	\$850,872	Average Sale Price
Average Price/SqFt	\$495	\$542	\$530	\$490	\$445	\$410	\$436	\$422	\$436	\$463	Average Price/SqFt
Days On Market	98	117	135	161	241	210	204	227	186	165	Days On Market
%Sale Price to List Price	97.5	96.8	95.6	94.2	92.6	90.6	92.8	93.4	95.0	95.8	%Sale Price to List Price

\* Homes sold for 2014 are annualized based on actual sales year-to-date.



# GREATER GREENWICH

## CONDOMINIUMS

### SUPPLY DEMAND ANALYSIS

PRICE RANGE	AS OF JUNE 30, 2014			AS OF JUNE 30, 2013			2014 vs. 2013	
	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	SUPPLY: ACTIVE LISTINGS	DEMAND: PENDING SALES	SUPPLY/ DEMAND RATIO*	% CHANGE IN LISTINGS	% CHANGE IN PENDINGS
\$0 - \$999,999	59	14	4	87	27	3	-32.2%	-48.1%
\$1,000,000 - \$1,999,999	29	3	10	24	4	6	20.8%	-25.0%
\$2,000,000 - \$2,999,999	13	2	7	10	2	5	30.0%	0.0%
\$3,000,000 - \$3,999,999	3	1	3	5	0	Not Valid	-40.0%	0.0%
\$4,000,000 - \$4,999,999	4	0	Not Valid	4	0	Not Valid	0.0%	0.0%
\$5,000,000 - \$5,999,999	1	1	1	0	0	0	0.0%	0.0%
\$6,000,000 - \$7,999,999	0	0	0	0	0	0	0.0%	0.0%
\$8,000,000 - \$9,999,999	0	0	0	0	0	0	0.0%	0.0%
\$10,000,000 and up	0	0	0	0	0	0	0.0%	0.0%
<b>Market Totals</b>	<b>109</b>	<b>21</b>	<b>5</b>	<b>130</b>	<b>33</b>	<b>4</b>	<b>-16.2%</b>	<b>-36.4%</b>

\*Supply Demand Ratio Key 1-4: High Demand 5-6: Balanced 7-9: Low Demand 10+: Very Low Demand

### SOLD PROPERTIES

	YEAR-TO-DATE			YEAR-OVER-YEAR		
	01/01/2014 - 06/30/2014	01/01/2013 - 06/30/2013	% CHANGE 2014/2013	07/01/2013 - 06/30/2014	07/01/2012 - 06/30/2013	% CHANGE 2013/2012
\$0 - \$999,999	57	57	0.0%	128	109	17.4%
\$1,000,000 - \$1,999,999	16	15	6.7%	33	26	26.9%
\$2,000,000 - \$2,999,999	0	3	-100.0%	3	8	-62.5%
\$3,000,000 - \$3,999,999	2	2	0.0%	3	2	50.0%
\$4,000,000 - \$4,999,999	1	0	Not Valid	1	1	0.0%
\$5,000,000 - \$5,999,999	0	0	Not Valid	0	0	Not Valid
\$6,000,000 - \$7,999,999	0	0	Not Valid	0	0	Not Valid
\$8,000,000 - \$9,999,999	0	0	Not Valid	0	0	Not Valid
\$10,000,000 and up	0	0	Not Valid	0	0	Not Valid
<b>Market Totals</b>	<b>76</b>	<b>77</b>	<b>-1.3%</b>	<b>168</b>	<b>146</b>	<b>15.1%</b>



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